

Young Fundraiser: Challenges and Opportunities AFP Fundraising Day 2009

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Guiding Principle

- The extent to which you effectively influence colleagues, your boss, donors, and volunteers is the extent to which you will be successful.

Challenges/Opportunities

- Assumptions others may make of you
- No playbook and lack of touchstone (experience)

YET:

- Fresh thinking
- Audacity
- Desire to succeed

Top Ten Learnings

1. Credibility is fleeting
2. Be a good pack member
3. Deliver and you will be valued

Top Ten Learnings

4. Communication is about persuasion
5. Self Awareness is under rated
6. Find your balance

Top Ten Learnings

7. Be Good and also Great
8. Reliable judgement will position you well
9. Meet with a mentor
10. The big picture shapes everything

Other

11. What else?

Resources

- “What Makes a Leader” by Daniel Goleman (HBR 1998 and Jan 2004)
- Primal Leadership by Daniel Goldman
- Good to Great by Jim Collins (and the Social Sector Supplement)
- Send: Why People Email Badly and How to do it Better by David Shipley and Will Schwalbe

THANK YOU



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